



June, 1967

SAGE LABORATORIES, INC.

3 Huron Drive • East Natick Industrial Park • Natick, Massachusetts • 653-0844 • TWX: 710-346-0390

Dear Sir:

Some time ago, you requested that your name be placed on our mailing list. By now, you have probably had occasion to form certain opinions regarding SageLabs. If you will kindly express your opinions by completing and returning this questionnaire, you will help us greatly to improve our products and services.

Thank you.

1. How do you rate SageLabs' custom engineering capability in the following?

Mixers	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
--------	-------------------------------	----------------------------------	-------------------------------

Video Detectors (Diode Holders)	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
------------------------------------	-------------------------------	----------------------------------	-------------------------------

Switches (electromechanical)	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
---------------------------------	-------------------------------	----------------------------------	-------------------------------

Couplers	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
----------	-------------------------------	----------------------------------	-------------------------------

Hybrids & Magic Tees	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
----------------------	-------------------------------	----------------------------------	-------------------------------

Rotary Joints	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
---------------	-------------------------------	----------------------------------	-------------------------------

Filters	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
---------	-------------------------------	----------------------------------	-------------------------------

Packages, Subsystems, etc.	<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
-------------------------------	-------------------------------	----------------------------------	-------------------------------

2. How do you rate SageLabs for design liaison?

<input type="checkbox"/> Good	<input type="checkbox"/> Average	<input type="checkbox"/> Poor
-------------------------------	----------------------------------	-------------------------------

3. How do you rate SageLabs custom engineering prices?

<input type="checkbox"/> Low	<input type="checkbox"/> Average	<input type="checkbox"/> High
------------------------------	----------------------------------	-------------------------------

4. How do you compare SageLabs' catalog (production) component specs with competitors' specs in the following lines?

Mixers	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
--------	--	----------------------------------	--

Terminations	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
--------------	--	----------------------------------	--

Attenuators	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
-------------	--	----------------------------------	--

Switches (electromechanical)	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
---------------------------------	--	----------------------------------	--

(over please)

Phase-Shifters	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Couplers	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Hybrids & Magic Tees	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Diode Holders (Video Detectors)	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Filters	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average
Rotary Joints	<input type="checkbox"/> Above Average	<input type="checkbox"/> Average	<input type="checkbox"/> Below Average

5. How do you compare SageLabs' catalog component deliveries with competition?
 Faster Average Slower

6. In general, how do you compare SageLabs' quality with competitors' quality?
 Above Average Average Below Average

7. How do you compare completeness of the test data shipped with our components, with test data shipped with competitive components?
 Above Average Average Below Average

8. How do you rate SageLabs' MICROFILE catalog in:
 Convenience Good Average Poor
 Completeness of Data Good Average Poor
 Frequency of up-dating Good Average Poor

9. What do you consider to be the major weak link in system microwave components? _____

_____.

What improvements or new components do you think would strengthen this link? _____

_____.

Thank you again for your help.

W. J. Kennedy
 William J. Kennedy
 Vice-President of Marketing